

DEALERS DISCUSS SHOW PLANS; WILL MEET ON MONDAY NIGHT

General Desire to Cooperate With Soils Products Exposition Is Expressed, Providing Cost Is Reasonable; Hupp Sales Manager Is Here and Dort Representative Is Also Headed This Way.

NATIONAL Touring Week, opening Sunday, must divide local interest with the discussion as to whether there shall be an automobile show in connection with the International Soils Products exposition in October. Elsewhere in this section will be found some items of interest to all motorists who plan tours, short or long, for National Touring Week.

The automobile men had a luncheon on Wednesday at the Sheldon grill. After "putting away" an excellent meal—all the dealers are in fine health, thank you—the discussion of the auto show was taken up. The consensus of opinion was that the proposition of the exposition to charge 45 cents per square foot for display space, was far too high to permit the dealers to emerge from the show with anything like an even break.

Inspect Show Buildings. A committee was named to look into the matter of erecting a dealers' building at the exposition and to cooperate in every way with it or to arrange for some other building for the use of an auto show in October. The committee inspected a couple of buildings on Thursday morning and then held a conference with Mr. H. H. Hupp, representing the exposition, and Mr. A. Fraser, of the chamber of commerce.

Mr. Hupp submitted, in outline, an entirely new proposition to the dealers. He stated that if a less elaborate scheme of decoration would be acceptable, it might be possible to sell space to the automobile dealers at "between 20 and 40 cents per square foot" at the exposition. This report appeared to meet with approval from the dealers on the committee but they requested Mr. Hupp to submit the matter to a meeting to be held at the chamber of commerce on Monday evening at 8 o'clock, when the matter of a separate show will be threshed out.

Cooperate in the Exposition. The dealers, as a whole, are desirous of cooperating with the exposition but all are desirous of obtaining such terms as will permit them to exhibit without too big a loss. The latest proposition is likely to meet with approval.

M. A. Compton has taken charge of the office of the Toltek Motor company while M. J. Byrne will confine his attention to the sales branch.

C. F. Johnson, manager of the Southwestern Smith Farm-A-Truck company, is en route to Chicago to arrange for heavier shipments to the southwest and to close contracts for Farm-A-Truck attachments for Dodge and other standard makes of cars, a line which has just been added by the Smith company.

Saxons in Demand. The demand for the Saxon "four" roadster has again cleared out the Saxon agency of these models and sales manager R. W. Deason has had to wire the factory for a special carload shipment, additional to the regular order for this popular car. The Saxon "sixes" are also moving fast and the roadster in this model is a big favorite.

Word has been received by the Southern Motor company that a big shipment of the new Grant models left the factory over a week ago but they have not yet reached here. This shipment includes both roadsters and touring cars and its arrival is eagerly awaited by the Southern Motor company's staff as they have neither cars or trucks on hand at the present time. Shipments of Republic trucks are due next week, however.

Hupp Man Visiting City. J. R. Overstreet, southwestern sales manager of the Republic, has been in the city most of the week and is "visiting" among the local dealers. Mr. Overstreet states that he will have an important announcement to make early next week. He was one of the speakers at the automobile men's luncheon on Wednesday at the Sheldon.

Mr. A. Leach, who has been southwestern sales manager of the Dort, has been promoted to the sales management of the Dort for the western states and now has jurisdiction over all the territory west of the Mississippi river. He is now in California and will visit El Paso within the next two weeks.

R. F. Stuart says that he is "merely pussy-footing around" these days and the fact that he is going to Dallas for a couple of weeks does not necessarily mean he is to sign up for some new agency.

The Quick Tire Service received an-

other carload of United States tires this week.

Frank W. Swanson, of the United States Tire company branch with the Quick Tire Service, has returned from a vacation trip in California. Mr. Swanson made the trip overland with a party of friends and reports returning to El Paso with El Paso air in all four-motley treads used on the car for the long trip.

Three More Maxwell Dealers. Adolph P. Bagnor has returned from a trip through the New Mexico territory in the interest of the Maxwell. He signed up three more dealers on this trip and the Buquet Motor company now serves 22 sub-dealers in the southwest.

W. H. Shreck and wife motored in from Sierra Blanca this week in their Maxwell and proceeded on to Elephant Butte dam for a holiday.

The El Paso Overland Auto company has received a carload of panel delivery Overlands. The first shipment of the new model 35 "fours" will be here this afternoon. This is a five-passenger car selling at \$550 and reports from the east indicate that it will prove a very popular model of a popular line.

Accessory Business Good. Business with the El Paso auto accessory dealers continues to be very good and Joe Buquet, of the Western Motor Supply company, reports that July was another record month with his company, sales in all branches setting new marks.

Frank G. Garrett, of the Elliott-Garrett company, returned on Friday from a vacation at the California beaches. He reports having had "the time of his life" and has many fine words for the exhibits at the San Diego fair, notably that of the Canadian government, which are to be brought here for the International Soils Products exposition this fall.

More Arizona Sales for Allen. The Cactus Motor Co. has had many demonstrations of the Allen touring car this week and manager E. E. Wilson states that the out of town business is brisk. Another order from Arizona was booked on Friday, the demonstration being made here and proving entirely satisfactory to a Douglas motorist who had heard much of the Allen in his own state.

C. P. Henry Very Busy. Chester P. Henry, of the Cadillac Sales company, a one of the busiest men in the local auto ranks. Since the departure of L. O. Jarvis, Mr. Henry has undertaken to run both the sales and office ends of his company and he is finding that, without the magic of the far east, it is rather difficult to be in two places at one time.

A. T. Van Horn, United States tire representative at Toyah, Texas, was a caller at the Quick Tire Service this week.

Quick Action on Order. C. P. Glass, traveling representative of the United States Tire company, is in New Mexico territory this week. On Friday he phoned in from Roswell a record order for chain treads to the Quick Tire Service. The tires were shipped from the Quick Tire Service within two hours after the order was booked by Mr. Glass at Roswell.

Ross Cunick, of Douglas, was in the city this week and placed a big order for Kelly-Springfield tires with the Ross Rubber company. Mr. Cunick drove back a heavy truckload to satisfy the demand of Douglas motorists for this well-known tire.

The Ross Rubber company has further increased its service department by the addition of another service car and a fliker has been added to the fleet serving local motorists.

Pinching New Agency. M. J. Stuart, of the El Paso Auto Sales company, was in Deming this week and placed a subsidiary for the Mitchell "six" in that city.

The big repair shop of Charles Rader continues to be one of the busy spots of the local automobile district and Mr. Rader states that if business quieted down he won't know what to do with himself, for he has been contending



Cross America In 12 Hours! Here's a New Record For You

Across the American continent in one day is the unique record made by a Haynes automobile on June 18. Of the elapsed 12 hours, which break by many hours any previous transcontinental automobile record, only five hours and 40 minutes was actual running time. The Haynes car was driven by Samuel Grier, motor car inspector for the Panama canal, accompanied by R. M. McKenna, and Mr. Grier's bull pup mascot "Marquise".

Many motor enthusiasts of the left bank assembled at Panama City, Panama, at 6:30 a. m. to see Mr. Grier back the hind wheels of his car in the tide-water of the Pacific and start across the isthmus to the Atlantic. The car proceeded through the city of Panama over the roads of the canal zone to Pedro Miguel and from the military post journeyed over the newly constructed road toward Gamboa, the greater portion of which was built by convict labor. The convict road leads over the continental divide at Gold Hill, opposite which is the village of Colaba, overlooking Galliard cut.

Two miles from Gamboa, it was necessary for Mr. Grier to leave the road and follow the railway to Gatun. It was here that Mr. Grier was handed the official train order "Haynes Special No. 6." Undoubtedly the first train order issued to an automobile giving right-of-way on the line to Panama. The first miles of the railroad trip to Gamboa were exceptionally rough. The tires were far apart and it was necessary for Mr. Grier to find those nooks in the edge of the ties. The Atlantic ocean was reached at 6:25 o'clock that evening.

with a steady stream of rush orders for the past three months.

The Buquet-Haynes carburetor sales with Markler & Young are heavy and many Ford's are being equipped with this carburetor, which gives a much greater mileage to the gallon of gasoline than the standard Ford equipment. The necessary department of this firm is doing a heavy business in Ford accessories.

Moving Pictures Coming. Moving pictures of the Empire descent into the Grand Canyon are to be shown at a local theater this week. The pictures are said to depict the beauties of the Grand canyon as none other have ever done.

"Owing to the continued road business we are feeling a shortage of cars," said E. M. Ford, general manager of the Oakland Auto Sales company, "but we now have two more cars, a roadster and a touring car, and they should arrive early in the week. Frank Williams, who is now in the New Mexico territory for the Oakland, is sending in some very nice wholesale orders while the prospects for even greater business in that state are very bright."

Tri-State Men in Town. R. C. Levy, manager of the Tri-State Motor company's branch store at Columbus, was in the city this week to place a big order to replenish his stock.

Arizona business with the Tri-State Motor company is very heavy at the present time. W. E. O'Neal, traveling

See America First By Seeing Own State New Is New Slogan

America's greatest automobile owning, national touring week, has won a place on the cards of Idaho Fortune. No movement furthered in the interests of automobile touring has ever gripped the nation as this project to speed a quarter of million owners of motor cars to discover the charm and joy of the open on August 6.

Motor car owners are overhauling the old car, or investing in a new one, preparatory to setting forth on a little Columbus expedition directed toward the scenic beauty and wonder of America. "Seeing America First" has been revamped to "See America First by Seeing Your Own State Now." The motorists of this country have been awakened to the new understanding that scenic America concedes prestige to no scenic beauty in the world. Moreover, they have reached the realization that scenic America is not a thousand miles away, but in reality lies just over the hill, or at least not far from the horizon that bounds the vista of one's garage.

That scenic beauty and nature's grandeur hide within every state is the sermon being preached by national touring week. The motorist has but to set forth in his car and get off the beaten trail a few stages to find the spell of sequestered living, and the charm of nature's artistry. Nature is prodigal with her charms. One need not travel far to find those nooks in the woodland, those waterfalls of the glen, and the fascination of doleful farmland.

Makers of automobiles have sprung to the support of national touring week with an enthusiasm little short of a revival meeting. With unanimous accord they have acclaimed national touring week a red letter event, and have added the reminder that a vacation touring tour will be more joyous with a new car.

"Buy your car now," is the second slogan national touring week has fashioned.

representative of the Tri-State company in that state, is in the city and reports that his orders for August will establish new records.

The Vello agency will move in the next few days to the fine double store which has been secured for a salesroom on Montana street. The Vello is the first automobile to have salesrooms on that street, but it is likely that another six months will see at least a half dozen automobile firms established on the street which boasts of more automobile traffic than any other thoroughfare in El Paso.

Savage Tires Moving Fast. To meet the ever increasing demand for Savage tires, I. M. Duensing, of the Motor Car Supply company, has had to get in a couple of express shipments during the past week. The Savage tire continues to live up to the fine reputation it has made since being introduced here and Mr. Duensing reports that he has a lower percentage of application for replacement than any other dealer in the city.

The El Paso Cut Rate Tire company disposed of its first stock of tires in record time, and manager Shepherd is now awaiting the arrival of another large consignment.

Scenic Beauties Of United States Are The Best On Earth

That the Americans who have been spending \$100,000,000 a year on European tours have been paying a heavy premium for their scenic beauty, and have been going an unnecessary distance to get it, is the discovery made by the United States Department of Interior in its inventory of the wonder spots of this country. It is exposing the self-victimization of our citizens in no uncertain terms, and is preaching the sermon of home consumption of American scenery.

"This nation is richer in natural scenery of the first order than any other nation," declares Stephen T. Mather, assistant secretary to the secretary of the interior. "It possesses an empire of grandeur and beauty it has scarcely heard of."

The discovery of this grandeur and beauty by the motorists of this country is the sermon set forth by National Touring Week. The automobile movement that has seized our nation from the Atlantic ocean to the Pacific strand. The impulse for a general outpouring of United States motorists to visit the natural beauty about them which followed the inception of the movement indicates that the country is primed for a widespread appreciation of the scenic wonder of our homeland.

When the sun rises on August 6, the date set for the official opening week of the motorists of this country, the greatest motoring tour this land has ever seen will be under way. Thousands of automobiles will be hitting the road on a vacation tour.

"See America first by seeing your own state first," is the sentiment closest to the heart of this movement. Every state has its natural beauty, of which its citizens have a right to be proud. The reckoning of National Touring Week enthusiasts is that you not only do not need to go across the ocean to see scenic grandeur, but you can find it almost within sight of your garage.

Vacation time in 1916 will be memorable for the date of the real discovery of America.

SETS RECORD FOR FIRESTONE TIRES

H. A. Grubb, in charge of Firestone tires in the state of Texas, was a visitor with the Tri-State Motor company this week and was accompanied by J. Beakley, S. A. Thompson, the southwestern traveling salesman, met Mr. Grubb and Mr. Beakley here.

Mr. Grubb reports that the month of July was a record breaker for Firestone tires in the state of Texas and that the volume of business was considerably above the best mark of any previous month. "El Paso contributed very liberally to this record," added Mr. Grubb.

WHAT YOU SHOULD TAKE WITH YOU ON THAT TOUR?

Before starting out on an extended trip, be sure to take your car through the "check-up" shop, not just to see the oil level and turn them up. A lightened car, says an exchange, may save hours of trouble and worry on the road. An inspection is not completed after the mechanical adjustment has been attended to, and the supplies should be taken to provide against emergencies. Includes in the extra the following:

One extra set of spare wheels, inner tubes for all wheels, two extra tubes properly wrapped or bagged to protect from oil and prevent chafing, two self-sealing tire patches and one box permanent puncture plugs (for small punctures), one tire lever, one set of tire caps or covers, one box purified suspension or fluid to be used between coating and tube to prevent sticking, one can plastic to repair cuts in canvas, six valves inside six valve caps, three flat caps, all pump, self-sealing water tank, one jack, complete set of tools, one set of chains, two extra spare plugs, Manila rope or wire (10 feet), one extra water tank for drinking purposes and radiator (five gallons), one small medical kit, one cream for sunburn and stained goggles (yellow or orange).

FORD OPENS 34 NEW BRANCHES THIS MONTH

Detroit, Mich., Aug. 5.—The Ford Motor company makes no expansion of its branch sales and service organization by the addition of 34 new branches.

The cities selected for the Ford establishments are: Akron, O.; Albany, N. Y.; Troy, N. Y.; Baltimore, Md.; Birmingham, Ala.; Des Moines, Ia.; Duluth, Minn.; Fresno, Calif.; Grand Rapids, Mich.; Havana, Cuba; New Orleans, La.; Oakland, Calif.; St. Louis, Ill.; Jacksonville, Fla.; Rochester, N. Y.; Sacramento, Cal.; St. Joseph, Mo.; Salt Lake City, Utah; San Antonio, Tex.; Scranton, Pa.; Sioux City, Ia.; Spokane, Wash.; Springfield, Mass.; Tacoma, Wash.; Toledo, O.; Trenton, N. J.; Worcester, Mass.; and Youngstown, O.

With the establishment of the new branches the total number reaches 55, besides the 28 factories.

Don'ts For Motorists

Don't overcrowd your car.
Don't load up with supplies you will not need.
Don't start with a car that is not in first-class running condition.
Don't try to do the impossible.
Don't save with inconsiderate.
Don't fail to take an extra tire or two along.
Don't disregard local regulations, even if they seem unreasonable.
Don't neglect to prepare for rain and cold.
Don't forget safety first, last and always.

National Touring Week

A broken spring means a spoiled trip—Avoid trouble—Use Tutbill Titanic Springs—No center bolt. Guaranteed FOREVER against center breakage, one year against breakage at any point—Give your motor a chance—use VEEDOL Oils.

WESTERN MOTOR SUPPLY CO. WHOLESALE AUTO ACCESSORIES. Phone 528. 318 San Francisco St.

1000 extra miles

Savage quality insures more miles for your money. All our Adjustments are based on 4500 miles—1000 more than the regulation guarantee. And you pay no more for Savages than for common tires.

SAVAGE TIRES

Factory Distributor

Motor Car Supply Co. I. M. DUENSING Cor. N. El Paso and Franklin Streets.

Auto Repairing of Any Nature

Complete machine shop. Only expert mechanics and the most modern machinery employed. All our work is guaranteed and prices are reasonable.

CHARLES RADER 618 Texas St. Phone 325.

Want Ads in The El Paso Herald Are AN INVESTMENT NOT an EXPERIMENT

28.44 Miles to a Gallon of Gasoline!

That's what we made with the roomy, five-passenger Oakland "Six"—more miles on tires and gasoline than any car of its class.

OAKLAND AUTO SALES CO. E. M. FORD, General Manager R. C. CARR, Mgr. El Paso Sales 407 Myrtle Ave.

28.44 Miles to a Gallon of Gasoline!

That's what we made with the roomy, five-passenger Oakland "Six"—more miles on tires and gasoline than any car of its class.

OAKLAND AUTO SALES CO. E. M. FORD, General Manager R. C. CARR, Mgr. El Paso Sales 407 Myrtle Ave.

28.44 Miles to a Gallon of Gasoline!

That's what we made with the roomy, five-passenger Oakland "Six"—more miles on tires and gasoline than any car of its class.

OAKLAND AUTO SALES CO. E. M. FORD, General Manager R. C. CARR, Mgr. El Paso Sales 407 Myrtle Ave.

A POINTER FOR YOU

If a Better Tire Was Built, We Would Sell It

United States Tires HAVE PROVEN THEIR WORTH

QUICK TIRE SERVICE, Inc.

D. C. BOOTH, Manager, TEXAS AND KANSAS PHONE 7007

QUICK TIRE SERVICE, Inc.

D. C. BOOTH, Manager, TEXAS AND KANSAS PHONE 7007

QUICK TIRE SERVICE, Inc.

D. C. BOOTH, Manager, TEXAS AND KANSAS PHONE 7007

Rear View of "Cannon Ball" Baker's World Record Car

"NOBBY" TREADS ON BAKER'S WORLD RECORD CAR.

The above picture was snapped just after Baker had arrived in Times Square, New York City, breaking all records for the transcontinental trip from the Pacific to the Atlantic.

The "Nobby" Tread Tires used on the car of which Baker said: "No other tires would have stood the test"—show clearly in the illustration.

As a matter of fact, the terrific real road test that Baker put them to proves the extraordinary durability and anti-skid qualities of these famous tires.

QUICK TIRE SERVICE, Inc.

D. C. BOOTH, Manager, TEXAS AND KANSAS PHONE 7007

QUICK TIRE SERVICE, Inc.

D. C. BOOTH, Manager, TEXAS AND KANSAS PHONE 7007

QUICK TIRE SERVICE, Inc.

D. C. BOOTH, Manager, TEXAS AND KANSAS PHONE 7007